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MIS 2501

Flash Research Paper #3
SharePoint

Investing in Microsoft's SharePoint would provide a three-year net benefit of \$1,846,250 to the company. Currently our 10 PMPs bill out 1,500 of 2,000 possible work hours each year; they spend only 75% of their time generating revenue. The other time is spent managing the documents related to their project proposals and not creating value for our clients. SharePoint would provide workflow automation, document management, and better collaboration internally and with clients. To eliminate the inefficiency and allow the PMPs to bill more hours to increase company revenue, we should invest in SharePoint.

SharePoint is similar to Google Cloud's services, but goes beyond document sharing. It allows for collaboration with prospective customers which will reduce the time it takes to negotiate a deal. SharePoint provides internal collaboration and workflow automation, routing documents based on assigned roles to the appropriate people for review, signoff, etc. And it makes document management much simpler, maintaining previous versions with all their details. SharePoint would improve the productivity of the team, increasing the number of billable hours per year by 3,810.

Investing in SharePoint would cost the company \$154,000 over three years from the purchase of hardware and software, and maintenance by our "Expert" PMP. It would provide a benefit of \$2,000,250 over that span from additional revenue of \$666,750 each year. This would result in a net benefit of \$1,846,250 after three years from the project start date. The company will increase revenue immediately due to the increase in billable hours.

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